

## FCA HOSPICE FORMULARY CONSOLIDATION ANALYSIS

## IMPROVE COST OF GOODS & OPERATIONAL EFFICIENCIES

| PRIOR USAGE |   |       | FQ CROSS |                                    |       |
|-------------|---|-------|----------|------------------------------------|-------|
| TEM#        | PRODUCT DESCRIPTION                       | % Mix | ITEM#    | PRODUCT DESCRIPTION                | % Mix |
| 3535 I      | UNDERWEAR DEPEND WOMEN SML/MED 84/CS      | 1%    | PFW-512  | Prevail Per-Fit for Women, 44"-58" | 9%    |
| 7915 U      | UNDERWEAR DEPEND WOMEN SMALL 19/PK        | 3%    |          |                                    |       |
| 1014 (      | UNDERWEAR DEPEND WOMEN SMALL/MEDIUM 14/PK | 1%    |          |                                    |       |
| 4252 U      | UNDERWEAR TENA OVERNIGHT MEDIUM 16/BG     | 2%    |          |                                    |       |
| 4285 U      | UNDERWEAR TENA WOMEN SUPER PLUS S/M 18/BG | 3%    |          |                                    |       |

- MANAGE COSTS
- SIMPLIFY PURCHASING
- IMPROVE WORKFLOW
- OFFER HIGHER QUALITY PRODUCTS FOR END-OF-LIFE COMFORT

## FCA: KEY BENEFITS OF A STANDARDIZED FORMULARY

- Easy-To-Manage Formulary
- Protect Your Current Business By Offering Innovative Products
- Be More Competitive By Offering Higher Quality Products



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